

1 Car door closed, locked, and cleared his throat
2 Music
3 Door closed
4 FEMALE VOICE: Hi there, how are you?
5 FISHER: Good. I'm meeting somebody.
6 FEMALE VOICE: OK.
7 FISHER: UI
8 MALE VOICE: UI
9 FISHER: I'm gonna go to the bathroom.
10 PAUSE
11 Using the facility
12 Flushing commode
13 PAUSE
14 REAGAN: Alright and I, and Gayle I'll talk with you
15 shortly. Bill how you doing?
16 FISHER: I'm alright and yourself?
17 REAGAN: Hanging in there...let me get Charles Stover.
18 FISHER: Did you already order?
19 REAGAN: Yeah, I, I...
20 FISHER: OK.
21 REAGAN:...I'll be, hold on just a minute.
22 FISHER: No problem.
23 PAUSE
24 A lot of background talking
25 A long PAUSE

**GOVERNMENT
EXHIBIT**

5538

3:07-CR-0289-M

1 WAITER: How's it going?

2 FISHER: Can I get some lemonade?

3 WAITER: Sure, do you want the fresh squeezed lemonade or

4 do you want the ahh actual Minute Maid lemonade?

5 FISHER: No, but you got, what is the fresh squeezed

6 today?

7 WAITER: The fresh squeeze, what it is, UI squeezing

8 throughout the day, and it's gonna be with, with ahh

9 sugar around the rim. Gonna be in a hurricane glass

10 and the flavor of those is strawberry, raspberry and

11 mango.

12 FISHER: I'll have the strawberry lemonade.

13 WAITER: Coming up.

14 FISHER: OK. And no ahh sugar on the glass though.

15 A very long PAUSE

16 FISHER: Cleared his throat

17 REAGAN: Alright Bill. What's going on?

18 FISHER: Not much.

19 REAGAN: That's the new superintendant of the public

20 Schools. UI...

21 FISHER: Oh that...

22 REAGAN: UI

23 FISHER: Oh not this gentleman you were talking to?

24 REAGAN: No that's the partner with the Southern Christian

25 Leadership Fund.

1 FISHER: OK.

2 REAGAN: I'm telling you UI you, you, you talk getting,
3 getting, getting here on time man.

4 FISHER: Well if it was...

5 REAGAN: UI, he's terrible about time. You need to
6 make him pay for everybody.

7 WAITRESS: Ahh, are you ready to order sir?

8 FISHER: Have you ordered?

9 REAGAN: Go ahead yeah. Go ahead, go ahead.

10 FISHER: You've already eaten?

11 REAGAN: Go ahead and order you something.

12 FISHER: I'll just have an appetizer. Why don't you
13 bring me ahem, the fried Calamari medium.

14 WAITRESS: Medium

15 FISHER: Yeah.

16 WAITRESS: That comes right away.

17 FISHER: OK. Did you want a lemonade or something?

18 REAGAN: No, no I'm fine. I'm trying to keep my ahh
19 sugar under control. UI...

20 FISHER: No, I understand, but you know I, had to get
21 ahh somebody to run to Chase because you wanted a
22 cashier's check and...

23 REAGAN: OK. Well...

24 FISHER: If you're gonna take a regular check I have
25 more ahh...

1 REAGAN: Well let me see what you have.

2 FISHER:...for latitude. That's 40 for 40,000 bucks.

3 REAGAN: UI...

4 FISHER: Ready to go. So, let's you know I've got

5 these, brought you a copy. Here are these invoices.

6 How are we, how are we applying the 40?

7 REAGAN: Ahh, we gonna, we gonna put, we're gonna retire

8 this, this January, January 31 and we're gonna knock

9 10 off of the, the 40.

10 FISHER: OK.

11 REAGAN: So.

12 FISHER: The, the, the 4 here has been paid right?

13 REAGAN: The what now?

14 FISHER: This 4 expense has been paid?

15 REAGAN: Yeah we got that.

16 FISHER: OK. And so you're suggesting that this 30

17 applies to this?

18 REAGAN: Mm-hmmm.

19 FISHER: Now at one point you told me you know I mean I

20 told you I thought any work that was done up until

21 I paid you on Pecan you know was covered in that.

22 When we got together on the 50 last time you told me

23 part of this was in this. So, that the 30 was part of

24 the 50.

25 REAGAN: No, what I did, what you asked me was which

1 ones did you need, which one did you need to pay?
2 And I said pay the 50.
3 FISHER: That's when we were at the coffee shop?
4 REAGAN: Yeah, but you but what you what I told you was
5 to ahh let's concentrate on this and then after we
6 visited Friday over the telephone, I and that was
7 because I had basically blanked, blanked this one out.
8 And so when I got back to the office, I remember we
9 did have that outstanding UI. So what we'll do is,
10 we'll take, we'll retire this one January the 20,
11 January the 31st, and will apply the, this ones paid
12 now. We'll subtract the 10 from that.
13 FISHER: You know my concern is again how making sure
14 these moneys flow and...
15 REAGAN: I understand.
16 FISHER: Get accounted for. Our Ra-Mill friends
17 here?
18 REAGAN: No, we, no, no. I don't, I haven't even talked
19 with them.
20 FISHER: OK. Am I gonna see this 180 at some future
21 date?
22 REAGAN: Ahh, not from me.
23 FISHER: Well again, you, you, you copied it to me on
24 one of your letters.
25 REAGAN: Well, well, no I, it was because they had sent

1 it to me. But that, I as I mentioned to you last time
2 I, I don't have anything to do with that.
3 FISHER: OK. So none, so none of the 30 or...
4 REAGAN: None, nothing's going...
5 FISHER:...the 50 is going to them?
6 REAGAN:...none of that's going to Ra-Mill. They're
7 not in....
8 FISHER: What...
9 REAGAN:...they're not in the, they're not in the deal
10 as far as I'm concerned.
11 FISHER: OK. I thought you were coordinating all this
12 with, so there, there's nothing I need to pay them.
13 Not your...
14 REAGAN: Not, not...
15 FISHER: Official position.
16 REAGAN: Not to, not to Ra-Mill.
17 FISHER: OK. And you're not, none of this goes to them?
18 REAGAN: I don't, I don't you don't even need to bring
19 that, bring that to me.
20 FISHER: Well, I just, just...
21 REAGAN: You take that one, you take that one out.
22 FISHER: OK. Don't worry about it?
23 REAGAN: We won't worry about it. We won't worry about
24 anything. We won't worry about UI...
25 FISHER: OK. So your preference is to apply the 40 to

1 here and a portion of it to here?

2 REAGAN: UI...

3 FISHER: Well if we, you know? As long as we end up in
4 good, in good standing here at the end of the, at the
5 end so.

6 REAGAN: UI put that...

7 FISHER: Well look, UI you want some other stuff from
8 me. I just wanta make sure we've covered it all here
9 before I ahh part with my check. You wanta talk about
10 the contracts here next?

11 REAGAN: Yeah, we can talk about those.

12 FISHER: You know the...

13 REAGAN: Bill, what I don't want you to do, I want, put
14 the check in my hand. I don't like that kinda stuff.
15 I don't like that. I don't like you, you did that to
16 me once before. I don't like that.

17 FISHER: Well, Darren, we have, we have...

18 REAGAN: But don't...

19 FISHER:...objectives to accomplish here on Wednesday I
20 don't wanta part with money and then have you...

21 REAGAN: No, oh no.

22 FISHER: These contracts are not gonna be in place by
23 Wednesday.

24 REAGAN: UI let me say this again Bill. I don't like you
25 doing that. So...

1 FISHER: Well, you know...

2 REAGAN: You have a, if you have a check for me,
3 hand me the check and we'll talk about these projects.
4 Don't hold no check in your pocket while you're
5 talking to me. I, I, don't do business like that. I
6 get up and leave.

7 FISHER: Well except you told me that there are...

8 REAGAN: Well listen, don't...

9 FISHER: There are 3 things I needed to do...

10 REAGAN: Listen, listen, listen, listen, you hand me
11 the check or I'll leave. Or you hand me the check and
12 we can sit down and talk about it. But don't be
13 sitting there holding no check...

14 FISHER: No, no, you, you're the one that set the 3
15 requirements. The amended contracts, the subs
16 contracts...

17 REAGAN: I said I want, I wanta have an update on that.

18 FISHER:...and, and OK.

19 REAGAN: I said I wanted to have an update on those.
20 But don't be holding no check...

21 FISHER: Well, why don't you update me on where we are
22 for Wednesday.

23 REAGAN: It's, it's on the Council, it's on the Council
24 deal to be, to be ahh to be heard.

25 FISHER: OK.

1 REAGAN: My...

2 FISHER: Ahem...

3 REAGAN: My, my ahh understanding that that, that's
4 where we are for Wednesday. I'm sure you check before
5 you got here.

6 FISHER: Well, no, it's, it was always gonna be on the
7 agenda...

8 REAGAN: Oh, UI...

9 FISHER: That doesn't mean anything.

10 REAGAN: It'll show, it'll show it's pulled if it's
11 not, if it's, if it's, if it's not on there. It'll
12 show it's pulled or you can call down there and find
13 out if...

14 FISHER: No, I mean, I called Suzan today just to ask
15 her if ahh we were out of delays? If there was an
16 ability to extend the case any farther or 'cause I, I
17 had under, in some of the cities I work in, you know,
18 you can only get so many postponements and at some
19 point they gotta vote you up or down so the only call
20 I made on it today was to Suzan to find out whether
21 or not the deal was to the point, stage that it had to
22 be up or down. And she said no, that they can extend
23 it if they had to do it, but that's not what we wanta
24 do here.

25 REAGAN: Two, two things, two things. One, ahh I ask

1 you I said, I said you talk to me about this. You
2 called Suzan.

3 FISHER: Just on a technical issue.

4 REAGAN: You called Suzan about a matter that she
5 don't even control or don't influence. Instead of...

6 FISHER: Well you're assuming it was on this case where
7 it's just a question of can these cases be extended
8 UI....

9 REAGAN: It don't matter.

10 FISHER: She told me she had one that had been extended
11 for 8 months.

12 REAGAN: Well, it doesn't matter. You see, see it
13 bothers me when, when you do that kinda stuff. It's,
14 it's, it's as if you can go around me on matters that
15 we, I thought we're clear on it you talked to me
16 about.

17 FISHER: There's no question you're in charge of the
18 case.

19 REAGAN: OK so...

20 FISHER: You made that abundantly clear.

21 REAGAN: Ahh I don't want you, I don't need you
22 calling...

23 WAITER: You gentlemen still doing pretty good over here?

24 REAGAN: We're alright.

25 FISHER: Yeah.

1 REAGAN: I don't need you calling Suzan or anybody
2 else about a matter that you could discuss with me.
3 FISHER: Well, I have to keep some semblance of a normal
4 case going in my job.
5 REAGAN: You do that after you talk to me. You do that
6 after you talk to me. If you feel like you need to
7 after you talk to me, fine then do that. But don't do
8 it before you talk to me and that's the first thing.
9 Second thing is you hold it, you sitting there holding
10 a check in your hand that somehow a, a message to me
11 that that's kinda ahh, that, that's a hostage kinda
12 situation. I can get up and leave.
13 FISHER: Well, Darren, I wanta go through all 3
14 requirements that you've got. I am paid ahead on the
15 previous agreements.
16 REAGAN: No.
17 FISHER: I wasn't supposed to pay...
18 REAGAN: Listen...
19 FISHER: 12,5...
20 REAGAN: Listen, Bill...
21 FISHER: Until the thing passed.
22 REAGAN: Bill, Bill...
23 FISHER: I 've already paid that last time.
24 REAGAN: Bill, Bill. Did you understand what I just
25 said?

1 FISHER: Yeah.

2 REAGAN: OK. Now and, and I don't, I don't like that.

3 FISHER: Well I'm sorry you don't like that. You're the

4 one that has multiple requirements.

5 REAGAN: No, I don't have mul...

6 FISHER: It's been a moving target.

7 REAGAN:...I been, I've been very...

8 FISHER: If this was just complying with the agreement

9 that you signed, I'm already done.

10 REAGAN: You moved, you moved, you moved the goal up.

11 You moved, you guys moved the goal post. Y'all keep

12 moving the goal post. Don't move the goal post. I'm

13 not that kinda business person.

14 FISHER: I'm not moving the goal post. You, you're the

15 one...

16 REAGAN: I mean y'all are moving the goal post.

17 FISHER:...with the, you're the one with the amended

18 agreements.

19 REAGAN: No you said, no you, well yes.

20 FISHER: LAUGHING... OK.

21 REAGAN: OK. So, so...

22 FISHER: And you asked me to pay early.

23 REAGAN:...so what you asked me? Your question was are

24 we still on for Wednesday?

25 FISHER: Right.

1 REAGAN: The case is still on for Wednesday.

2 FISHER: Right. No conditions? Other than

3 paying you this?

4 REAGAN: No. No, no, I mean we have, we have, we,

5 where, where are we with those, with those items?

6 FISHER: Well, yeah. There is, there's no way I can do

7 your amendment. All, all I can do is the agreements

8 we did originally. I can't, and I wanta make, I wanta

9 make sure you understand I, I, cannot do it, it is

10 outside my control. I have an agreement in place

11 already with in Pecan Grove with my investors so I

12 cannot alter with your agreement. And I don't have an

13 agreement with any investor on Dallas West Village,

14 and I cannot get one approved with those requirements

15 in there. Now we have an agreement on both of them

16 that I can adhere to as far as, you know, shuffling

17 these budgets to make sure I can come up with the

18 money at ahh various...

19 REAGAN: OK so you're ahh...

20 FISHER: I cannot do your amendment.

21 REAGAN: You, so, so, your, your, your ahh countering that

22 you can't do the...

23 FISHER: I can stick with the agreements that we have.

24 And I have paid under the agreements we have and I

25 will pay again today under the agreements we have.

1 But I wanta know that we're gonna pass on Wednesday.

2 REAGAN: Well what I, what, what I, what I've

3 recommended based on ahh ahh what my understanding is

4 that you know we, we move forward.

5 FISHER: OK. As long as you're in agreement?

6 REAGAN: UI...

7 FISHER: Take it if you need to.

8 REAGAN: Hello. Yeah. Yeah. Alright. And the other,

9 the other....

10 FISHER: The subcontracts are just gonna take more time

11 to get this coordinated, you've talked to Printice.

12 Printice is the guy T&L will not get approved. I

13 think they're being told today that they have no

14 chance of any other than work under...

15 REAGAN: When are the, when are the subs gonna be

16 contracted?

17 FISHER: After we resolve the civil engineering issue on

18 ahh well, we have a meeting on Thursday with Theresa

19 O'Donnell to try and resolve it on Pecan Grove.

20 REAGAN: So once you all get it to civil guys, what will

21 be...

22 FISHER: Well then we'll get with them. We'll have to

23 double back with Printice and get any of your

24 referrals...

25 REAGAN: What time frame are you looking at?

1 FISHER: Let's assume best case that it is resolved on
2 Thursday. It would be, that's gonna be the 10th, it
3 would certainly be before the 25th of March. It'll be
4 within 2 weeks of there. 'Cause then the design'll be
5 re-done, the plat'll be submitted and ahem you know
6 we'll have a permit shortly after that and Printice
7 will start taking, you, you understand that Printice
8 hasn't committed any of the subcontracts.

9 REAGAN: OK.

10 FISHER: We've been talking to him about it so.

11 REAGAN: Subs?

12 FISHER: We're just a couple of weeks away. You know
13 Printice will be the ultimate decision maker on the
14 sub.

15 REAGAN: Is Printice, is Printice ahh, Printice, let me
16 ahh I wanta introduce you to Fred, ah Hannah. We'll finish
17 work, paperwork... Hey man.

18 FRED: Hey, Darren, how you doing?

19 REAGAN: Alright meet ahh Bill Fisher, Fred Hannah.

20 FRED: Bill how you doing?

21 FISHER: Fred, how are you? Good to see you.

22 FRED: Doing good. Doing good.

23 FISHER: Doing alright?

24 FRED: UI fine.

25 FISHER: See we're wearing our Cowboy hats again.

1 FRED: Hey, you know, we gotta stick with 'em.
2 FISHER: Well now that we got some talent it looks like
3 we paid for it so.
4 FRED: We won't know until the end of the season.
5 FISHER: That's right.
6 FRED: LAUGHING...
7 REAGAN: You, you have that letter with you?
8 FRED: UI I wasn't at home when I talked to you so.
9 REAGAN: OK.
10 FRED: But, I'll get it to you Monday.
11 REAGAN: OK. Give me, give me about 5 minutes with
12 Bill...
13 FISHER: This is my fault I'm running late.
14 FRED: No problem.
15 FISHER: I'm a half an hour late.
16 REAGAN: Give me about 5 minutes. Hit the bar and have
17 yourself ahh beer. UI...
18 FISHER: So two weeks from Thursday and that's assuming
19 the civil engineering goes and UI you know, we, we'll
20 have a couple of weeks to get with Printice.
21 REAGAN: Now Printice, Printice is the prime.
22 FISHER: He will be the prime sub. That's right.
23 REAGAN: We'll be, and is he the prime sub?
24 FISHER: He is the prime sub and always has been.
25 REAGAN: Prime contractor?

1 FISHER: Well we, he's the prime subcontractor.
2 Remember the general contractor is always our company
3 because we make all the guarantees and that's who the
4 investor is, is requiring be in the deal. So it is
5 always Odyssey Residential Construction, LP.
6 REAGAN: OK.
7 FISHER: 'Cause we, we...
8 REAGAN: Now y'all gonna meet with ahh, with who on
9 Thursday?
10 FISHER: Theresa O'Donnell.
11 REAGAN: She's with who?
12 FISHER: She is the head of Development Services for the
13 City of Dallas, and she will have the ahh people from
14 Storm Water there in civil engineering to address an
15 issue that we have in the plat and building permit
16 set of plans on Pecan Grove. Well we've gotten to the
17 stage that we've gone back and forth with engineering
18 and they're refusing to meet with us, and so Theresa is
19 facilitating a resolution. She's ahh, she's head of
20 Planning Services.
21 REAGAN: UI...
22 FISHER: She reports to, to I think to ahh Mary or Ryan
23 or whoever's left down there. That's the 10th. And
24 then assuming it's resolved then, then the plans'll be
25 final and Printice can finalize his allowance and then

1 he'll go out and start, you know, we can, you
2 certainly introduce any contractors in at that time.
3 You know we always let local people participate.
4 That's always been something we try to do. You know
5 it's these, it's these issues of irrevocable
6 commitments and other stuff that you know frankly I
7 have to have the prime sub in the loop it's ultimately
8 their decision. You've talked to Printice, he's
9 already told you the same thing which is....
10 REAGAN: OK.
11 FISHER: He's happy to get some local talent.
12 REAGAN: But we need, we need, we need to, now we
13 haven't, when, when are we gonna, are we gonna have
14 our conversation with Printice today? You know I told you
15 that have that conversation with him last Friday.
16 FISHER: Right. Which he, he wasn't around, we can, I
17 mean, let's, if you know again if my case passes on
18 Wednesday we'll do it on Thursday.
19 REAGAN: No, what I'm talking, we need, we can talk to
20 Printice about Pecan Grove today.
21 FISHER: But again it's, we're just talking in a vacuum
22 'cause we don't have a final set of plans or a final
23 budget yet.
24 REAGAN: Nah, I'm talking about in terms of, in terms of
25 ahh...

1 FISHER: Getting your people introduced in?
2 REAGAN: How, how we see that coming together.
3 FISHER: Well, I mean I'll...
4 REAGAN: How can we do that?
5 FISHER: I, I'll call him; I don't know if he's
6 available, but I know that....
7 REAGAN: You've been calling him for 2 weeks so when can
8 we get...
9 FISHER: Well you know Printice, Printice goes to UI
10 he's the on, frankly if you, the people, the people I
11 work over there in construction is a guy named Neil
12 Hildebrand. If you really want to go to the guy who
13 does the contracting, it's we'll, we'll get with Neil.
14 PAUSE
15 Phone ringing
16 FISHER: It's 102 over there.
17 REAGAN: Yeah.
18 FISHER: You've already eaten so do you want any of
19 this?
20 REAGAN: Yeah, I've eaten.
21 A long PAUSE
22 REAGAN: Good afternoon Printice, this is ahh Darren
23 Reagan, how you doing? Look I have a Bill Fisher here
24 with me, and a what we'd like to do is schedule a time
25 ahh where we could have either, where we could have a

1 telephone conference call. I'm getting ready to leave
2 town, but ahh I'd like to ahh try to visit with you UI
3 we had discussed little over a week ago. Call me at
4 214-207-0848...

5 FISHER: And call Bill.

6 REAGAN: Give Bill a call at his office as well.

7 Ahh, so we can put this thing up. Thanks a lot, ahh
8 look forward to hearing back from you. Take care.

9 FISHER: If you insist on Printice, Neil Hildebrand is
10 the guy who really runs the construction company for
11 Printice.

12 REAGAN: OK. Well we can do that.

13 FISHER: However, I'm UI Printice' he's a developer,
14 he's out there doing development.

15 REAGAN: Well actually UI.....

16 FISHER: Alright.

17 REAGAN: Whatever UI....

18 FISHER: So.

19 PAUSE

20 FISHER: Want me to leave it in the envelope.

21 REAGAN: Yeah you can do that. I will ahh, I'll get
22 with ahh, with ahh...

23 FISHER: You gonna follow up with ahh our decision maker
24 here.

25 REAGAN: I'm gonna, I'm gonna talk with him ahh soon as

1 he become available. I mean I'm, I'll be leaving town
2 here this afternoon.

3 FISHER: Well are you gonna be here Wednesday for the
4 case?

5 REAGAN: I mean I don't need to be, I, you know, if, if
6 things, if they can get the go ahead I don't need to
7 be here.

8 FISHER: That's you...

9 REAGAN: I don't need to be here to go, to get it to go
10 ahead; I don't need to be here for it to not go ahead.

11 FISHER: I know you don't. One phone call
12 has handled any issued with me so.

13 REAGAN: But I'll ahh I'll visit with 'em, I'll visit
14 with UI, let me get this man over here for the ticket
15 'cause I do want to discuss ahh now you got...

16 FISHER: Here you wanta mark these how you want 'em
17 applied?

18 REAGAN: UI.

19 FISHER: That was paid today.

20 PAUSE

21 FISHER: So you're not giving any money to Ra-Mill so
22 they're not gonna pitch up and say ...

23 REAGAN: No, no, no, no....

24 FISHER: You've got 'em handled either way.

25 REAGAN: I don't talk, I don't have any...

1 FISHER: Alright, OK. I see you already did one, that's
2 fine.
3 REAGAN: Let me set the date...
4 FISHER: Yeah one of these is yours.
5 REAGAN: OK let me put the date on there.
6 FISHER: This is mine.
7 REAGAN: Is is 3/7/05. Let me put the date on this.
8 PAUSE
9 FISHER: And again, we, I would of been here on time if
10 you'll take a regular construction check.
11 REAGAN: No.
12 FISHER: I thought after that like couple hundred grand
13 I've paid here that my check'd be good, but you said
14 cashier's...
15 REAGAN: Yeah.
16 FISHER: So I went and got a cashier's check.
17 REAGAN: Well.
18 FISHER: Is it easier for you?
19 REAGAN: Huh?
20 FISHER: You know the easiest thing for me to do is just
21 wire you the damn money. I mean I can do that from my
22 desk.
23 REAGAN: Well, this, you going initial, if you
24 initial...
25 FISHER: That's fine. Well that's already paid. OK.

1 And this one OK and I'll do the same thing here so
2 we've all got duplicates. Can you ahh, could you put
3 your initials by this one we already and I got a check
4 for it so I'm not concerned, but... Alright. So
5 you've got your copies, I've got my copies, and we've,
6 you've torn up the other invoice and I'll never see it
7 again.

8 REAGAN: Not from me.

9 FISHER: LAUGH...

10 REAGAN: I won't, I won't be...

11 FISHER: You're supposed to protect me from the rest of
12 the...

13 REAGAN: You, you, you the one got yourself into that.
14 I...

15 FISHER: LAUGHING... I didn't put myself into that.

16 REAGAN: You were the one ...LAUGHING... Let me, let me
17 go get Fred real quick.

18 FISHER: Alrightie.

19 A very long PAUSE

20 REAGAN: I don't think Fred left me.

21 FISHER: I think he was gonna get something to eat.

22 REAGAN: Pulled him away from the job he was at.

23 FISHER: Can you drink here, is that why the restaurant
24 is here and not in Dallas?

25 REAGAN: You can drink here.

1 FISHER: Well, could they not have if they moved it two
2 blocks up would it have not...
3 REAGAN: You can still, I mean restaurants can UI me
4 like that. Where you at? Where you at? OK. No ahh
5 Applebee's all these restaurants serve, you know,
6 beer, wine and liquor.
7 FISHER: Do a club deal?
8 REAGAN: Huh?
9 FISHER: They do a club deal?
10 REAGAN: A private club I think...
11 FISHER: Uh-huh.
12 REAGAN: That's what it is. But now that they, this
13 is in UI in Duncanville UI. You never know they can
14 serve wine and beer.
15 FISHER: Well they just passed a big referendum to allow
16 that everywhere.
17 REAGAN: What I, what, what I wanta do is Fred is, who
18 would y'all typically use to do the fence?
19 FISHER: No one particular. The fence is ahh, there's a
20 wooden fence component but most of the fencing is
21 brick, columns and wrought iron.
22 REAGAN: That's what I'm saying. Who would y'all
23 normally use...
24 FISHER: I don't know.
25 REAGAN: Well, what I wanta do is, is see if we can't do

1 a joint venture between Fred and whoever that might
2 be.

3 FISHER: Uh-huh.

4 REAGAN: Because, you know, obviously he's a small
5 business guy he don't have the capacity to go out and
6 do the whole, whole thing himself and that's what he's
7 concerned with.

8 FISHER: Well that's a piece of the work that I can
9 probably talk seriously about if he's got experience
10 doing the work.

11 REAGAN: He, he does the work, but he just you know
12 having the capacity to, to do all the...

13 FISHER: That's fine.

14 REAGAN: The way, the way I would like and he would
15 like to do to get it done is to shake hands...

16 FISHER: OK. Thank you. That's part of the work I'll
17 probably control directly.

18 REAGAN: OK. Well, that's, Fred? We 'bout I think we
19 solved that situation.

20 FRED: OK.

21 REAGAN: As far as capacity. Ahh, ahh what Bill can do is
22 handle that directly, hook you up with...

23 FISHER: Yeah, I'll try and find out who the, our
24 construction is planning on using for the fencing and
25 I'll try and arrange a meeting between the two of you

1 all to kinda figure out what each group can
2 contribute.

3 FRED: Uh-huh.

4 FISHER: And then I'll follow-up and with you and we'll
5 see what we can do to ahh give you an opportunity.

6 FRED: That'd be great 'cause see I didn't really wanta
7 go into this here project 'cause this is a tremendous
8 and plus everything is on a time scale I know that.

9 FISHER: Yeah.

10 FRED: You have a deadline.

11 FISHER: Yeah, you'll have plenty of advance warning
12 'cause your works kinda late in the deal so. Trying
13 to think if I've got a card here I can give him.

14 REAGAN: That was part of this, you wanta, you wanta
15 bottle of liquor? ...LAUGHING...Get him a bottle of
16 liquor, one of them, anyone of them bottles up there.
17 UI you know this guy.

18 FISHER: Make sure it's the premium brand. This is
19 Darren UI.

20 REAGAN: You might wanta shake, shake him down fore he
21 leave out 'cause probably have a couple of 'em in his
22 pocket.

23 UNKNOWN MALE: UI If he walk out with you we got a
24 problem now.

25 FISHER: You know he says that but he won't let me sell

1 liquor on any of the developments that I do.
2 LAUGHTER
3 FISHER: You don't need to go there.
4 FRED: Alright Bill ahh, like I say I've done this
5 work...
6 FISHER: Do you have a card or something I can steal
7 from you?
8 FRED: What?
9 FISHER: A card. Yeah, bring me the check when you get
10 a chance. Or send me an, I think my e-mails on there.
11 Let me put my e-mail on there. Send me an e-mail and
12 we'll get in touch here so I've got your contact
13 info...
14 FRED: Paperwork? Do I need to just send it right on in
15 or give it to Bill?
16 REAGAN: Give it to Bill.
17 FRED: Alright then and I'll give you ahh cards and
18 everything that you need.
19 FISHER: OK.
20 FRED: OK.
21 FISHER: Alright.
22 FRED: I work with Summit Steel. Are you familiar with
23 that company?
24 FISHER: Who?
25 FRED: Summit Steel. Summit Steel...

1 FISHER: Yeah. Yeah I am familiar with them.

2 FRED: Is a company that, that ahh make all the

3 rails...

4 FISHER: Right.

5 FRED: On the stair cases and stuff, UI, out there in

6 far north Dallas is where I was working only about 3

7 years ago installing. But all we done was just

8 install, you know, and so...

9 FISHER: Well you know the only difference is you just

10 gotta be able to order the supplies, you're doing all

11 the real work. Well this is what, this is a real

12 capacity issue where the guy is doing the work, who

13 doesn't have the credit line or whatever to buy all

14 the supplies, to just do the work themselves. So

15 they're forced to subcontract with some bigger guy, we

16 can, we can definitely ahh, ahh if your, like I say if

17 you can demonstrate you've done this work before well

18 we make every effort to use local business people and

19 certainly minorities if at all possible.

20 REAGAN: No, not if at all possible, we gonna do it.

21 FRED: We're gonna do it.

22 REAGAN: We gonna do it. We gonna use local African

23 American firms.

24 FISHER: Well, I believe, I believe something I think

25 Darren is hinting at which I believe if you just work

1 at it there are local minority business men to do most of
2 this work.

3 FRED: UI...

4 FISHER: Most of the companies I think that talk about
5 it just go through the motions. They run an ad in the
6 newspaper and they set bidding requirements that no
7 one can meet but their regular subs and we are...

8 REAGAN: Well, the thing, the thing that I want Fred to
9 be comfortable that we'll work with him.

10 FISHER: We will work, we will work with you.

11 REAGAN: Because you build a big project in front of
12 small...

13 FISHER: Don't paint yourself in the corner they just
14 got a JV with another vendor.

15 REAGAN: That's what I was saying. Not ahh...

16 FISHER: He may be able to just handle it with us kinda
17 helping him so.

18 FRED: I've got one contract if I can get in touch with
19 him. One of the guys that I worked with at Summit
20 Steel and so he's one guy that I ahh would like to get
21 in touch with and just see how he feels about it.

22 And...

23 REAGAN: Do you have a set of plans?

24 FRED: Huh?

25 REAGAN: Do you have a set of plans? You haven't got a

1 set of plans....How, how would...

2 FISHER: I just I'll get him a set of plans.

3 REAGAN: OK, Fred won't y'all...

4 FISHER: Get him to send me an e-mail and get me his
5 contact information and I'll get this...

6 REAGAN: He's out there in Lincoln Two...

7 FISHER: Lincoln Center Two that's our, now that's our
8 permanent address.

9 REAGAN: UI everyday and ahh...

10 FRED: I'm at the same place where I'll be.

11 FISHER: UI...

12 REAGAN: OK.

13 FISHER: Yeah. We were in One then we were in Three now
14 we're in Two.

15 REAGAN: In Lincoln Two.

16 FISHER: We're in the UI, but that's our permanent space
17 unless we outgrow it.

18 FRED: What would be a good day for me to call you?

19 FISHER: Ahh I am at...

20 REAGAN: UI that's the thing.

21 FISHER:...I'm in, I'm supposed to be in San Antonio
22 on, I'm here in Dallas on Thursday at a meeting. I,
23 I, I have plans he, he can come by tomorrow afternoon.

24 REAGAN: Come by there, go by there tomorrow and pick
25 em up man.

1 FRED: Tomorrow?

2 FISHER: Call me ahead of time but I'll ahh, just make
3 sure I've got the copy.

4 REAGAN: I'll tell you what. Let me make it easy. Have
5 them, have him, have Dewey send me ahh, ahh 3 sets I'm
6 gonna...

7 FISHER: OK.

8 REAGAN: I'm gonna get, I'm gonna get ahh and let me
9 give you the address to send it to. Let me write on
10 there. I'm gonna have 'em sent up to the church.

11 FRED: OK. Alright that'll be good.

12 REAGAN: And then that way you can ahh have 'em, have
13 'em...

14 FISHER: So do y'all go to, y'all go to church together?

15 FRED: He's not as bad as he sounds.

16 FISHER: Do you, do you know Alton Scott?

17 FRED: Who?

18 FISHER: Alton Scott.

19 REAGAN: No, he don't, Alton Scott.

20 FISHER: Alton doesn't go to church with you guys?

21 REAGAN: No, I, I he went, we're, we're ahh class mates.

22 FRED: Ahh the plans with the amount of work, ahh units,
23 stuff like that.

24 FISHER: That's right I've got all that information and
25 the main thing on the fencing stuff it'll have the

1 specifications for the fencing and the nature of the
2 wrought iron, how many feet it is, stuff you can do take
3 offs on.
4 FRED: UI
5 FISHER: Any fabrications...
6 FRED: UI
7 FISHER: There's some electrical that goes with it
8 because the columns usually have lights on them so,
9 but I don't know whether you do that part or whether
10 the electrician does that part.
11 FRED: I put the iron work.
12 REAGAN: Overnight it to me Bill?
13 FISHER: Yeah.
14 REAGAN: I'll whenever...
15 FISHER: I'll, I'll try and make sure it's tomorrow.
16 Worse case will be Wednesday for 3 sets.
17 REAGAN: OK give me 3 sets.
18 FISHER: Try and get Blaylock to do it. I, I should
19 have 'em tomorrow.
20 REAGAN: OK. Let's see I got you, I got ahh, I think, I
21 think ahh Vestal has some plans, some they don't have
22 the, they have the driveway and all of that, but they
23 don't have the others.
24 FISHER: They don't have the side walk. The only thing
25 they would, that's in the landscaping plan I'm not

1 sure that's finished yet.

2 REAGAN: OK.

3 FISHER: Remember that's the last thing that's done

4 here. I gotta finish this, this issue with the storm

5 sewer so.

6 REAGAN: OK. You got the landscapers and did, did, did

7 Otis did Otis get his, his set? I know he got, y'all

8 got his information.

9 FISHER: Mr. Green or...

10 REAGAN: No Miss Tucker.

11 FISHER: Tucker. No, he's gonna come back and pick up,

12 I talked to him and he was gonna come back and pick up

13 a set.

14 REAGAN: OK well just, just, just include all those 3

15 sets.

16 FISHER: OK.

17 REAGAN: Send em to me and I, I'll...

18 FISHER: So you'll be distributing 'em I don't need to

19 worry about Mr. Tucker?

20 REAGAN: No, I'll get it to Otis and I'll get it, did,

21 did Mr. Green get, you get his stuff to Mr. Green?

22 FISHER: I said hey, e-mailed him stuff, I faxed him

23 stuff ahem I think he thinks the carpet specs which I

24 don't think he's got, but I'll get somebody to fax it

25 to him there today.

1 REAGAN: OK.

2 FISHER: Just a one, it's a one page sheet.

3 REAGAN: Fax me the, the carpet, the carpet specs.

4 FISHER: Well it's in your spec book if you'll just flip

5 open to the...

6 REAGAN: I done moved...

7 FISHER: You're not over in the Wells Fargo building

8 anymore?

9 REAGAN: Yeah, but somebody else got my space...

10 FISHER:...LAUGHING...OK, alright.

11 REAGAN: Fax it to 4, 214-467-7704. Be sure and put

12 carpet specs Bill 'cause you...

13 FISHER: I'll do that.

14 FRED: How far off is the ground breaking this project?

15 FISHER: We would have already started by now; we've got

16 a civil engineering issue with the city I would think

17 we would be start moving dirt here by the end of the

18 month. All of our plans have been approved by every

19 department in the city with the exception of this

20 civil engineering issue so. And frankly it's just a

21 cost issue that's pretty clear cut in our favor and

22 the city's just trying to bully us into paying for

23 something we shouldn't have to pay for so.

24 REAGAN: UI

25 FISHER: Well frankly it's an old approach. Ahh there's

1 a, there was a supreme court case out in May of 2004
2 called Stafford v The City of Flower Mound and the
3 days of a developer paying for public infrastructure
4 are over. That we only have to pay for road
5 improvements, UI all of it just to serve our site. If
6 the city wants extra lines, extra lines, we'll do it,
7 but they've gotta pay for it and it's kind of a new
8 change, it's a new case, it's a change in the way they
9 do business. They really already conceded that on a
10 water line issue for us. They're not doing it on the
11 storm ahh drainage right now, but they will.

12 REAGAN: I'd love to sit here and talk to you the rest of
13 the day, you were late, as usual.

14 FISHER: Only, only I was off chasing something. No
15 pun intended.

16 FRED: I UI...I gotta get outta here.

17 FISHER: I know it seems simple.

18 FRED: Alright y'all.

19 UI

20 REAGAN: Bye' bye'.

21 FRED: Alright Darren. We're going out the door.
22 Unless you're going out the back door, you got
23 something...

24 REAGAN: I thought you were going...

25 LAUGHTER

1 FRED: Nah man I ain't gonna do that.
2 FISHER: Oh, sorry yeah.
3 WAITER: UI...
4 FISHER: Alright. Still haven't paid.
5 REAGAN: Yeah, you're paid up.
6 FISHER: Did I give you the credit card?
7 WAITER: Ahh no you didn't give me UI...
8 FISHER: Alright, OK, that's fine. I'm glad you caught
9 me.
10 WAITER: UI
11 FISHER: I'd a remembered by I got to by the time I got
12 to the parking lot.
13 WAITER: UI Yeah, I would've, you wouldn't even known if
14 you didn't.
15 FISHER: UI I almost always pay so it's rare for me to
16 walk off UI...
17 WAITER: UI
18 FISHER: LAUGHING...Yeah, I'm usually pretty good.
19 WAITER: UI
20 A long PAUSE
21 FISHER: Good it's still working then.
22 WAITER:...LAUGHING...
23 FISHER: I haven't burned it up yet.
24 PAUSE
25 FISHER: Thanks. Yeah he, all his stuff was cleared off

1 I, I...

2 WAITER: You just, yeah, you just...

3 FISHER: I'm glad, I didn't know he was saving it for

4 me. ...LAUGHING...

5 WAITER: Are you a tax man?

6 FISHER: Pardon?

7 WAITER: Are you a tax man?

8 FISHER: No, actually I'm not.

9 WAITER: Oh.

10 FISHER: Tape messed up I'm an apartment developer.

11 WAITER: Oh, really?

12 FISHER: Yeah.

13 WAITER: Oh, OK.

14 FISHER: Do I look like a tax guy?

15 WAITER: No, you got a card?

16 FISHER: Actually I do.

17 WAITER: UI

18 FISHER: Well, alright. Last one. No problem just call

19 me.

20 WAITER: OK. Thank you. Andre UI.

21 FISHER: Andre, Bill Fisher.

22 WAITER: UI

23 FISHER: Good to see you.

24 FISHER: Coughed

25 FISHER: Sorry I almost forgot to do the most important

1 part.

2 REAGAN: Yeah, man, you forgot to pay.

3 LAUGHTER

4 REAGAN: Bill, I'll, I'll give you a call. I'll talk

5 back with you this afternoon.

6 FISHER: Yeah, alright I'm following up with Printice?

7 REAGAN: Yeah.

8 FISHER: While you're on the road, you're gonna make

9 those other calls right?

10 REAGAN: Yeah I'm gonna make 'em, I'm gonna make 'em in

11 between my trip.

12 FISHER: You'll sprinkle magic dust?

13 REAGAN: You don't worry.

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